

Patil Nishikant Suresh

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Shirpur Dist. Dhule, Maharashtra 425405

SUMMARY

I am a former Spray Consultant at Mahindra & Mahindra Ltd. Farm Division Pune. I have nine months experience in sales and marketing sector. My role is to promote company products (Mahindra Sprayers), create brand awareness in rural region, lead generation, dealer operations, and arrange customer meet programs and demonstration of product.

SKILLS

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|-------------------------|--|
| 1. Territory Sales | 5. Lead generation |
| 2. Product knowledge | 6. Sales developement |
| 3. Promotional planning | 7. Market research and analysis |
| 4. Terittory growth | 8. Field and static demonstration of product |
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EXPERIENCE

Spray Consultant

Mahindra & Mahindra Ltd. Farm Division Pune. | Nasik, Maharashtra | Aug 2018 – April 2019

- Demonstrated products to customers discussed features and redirected objections to capture sales.
 - Communicated with customers about product offerings, including policies, restrictons and refund policies.
 - Educated customers on product and service offerings.
 - Trained all sales employees on effective sales, service and operational strategies to maximize team performance.
 - Observed customer behaviors to identify security threats and report to supervisors.
 - Design and deployed new display ideas to increase sales (i.e. Van campaigning, banner posturing, static and field demonstrations, Market display and broadcating of produst Prospect through social media).
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EDUCATION

B-Tech Agricultural Engineering. | Aug 2014 – June 2018 | Average Grade Points – 6.89

Dr. Ulhas Patil College of Agricultural Engineering and Technology Jalgaon, Maharashtra.

Higher Secondary Education (12th), Pune. | Feb 2014 | Percentage- 69.85%

R.C.Patel Junior College Shirpur Dist. Dhule, Maharashtra.

Secondary Education (10th), Pune. | March 2012 | Percentage- 67.80%

R.C.Patel Secondary School Shirpur Dist. Dhule, Maharashtra.

EXPERIMENTAL LEARNINGS (SUMMER INTERNSHIP)

Katraj Dairy, Pune. | June 2016 | Duration - One Month

Popular Steel Works, Kolhapur. | June 2017 | Duration – One Month

Mahindra & Mahindra Tractors Ltd, Nagpur. | Jan 2018 – April 2018 | Duration – Four Months

IT PROFICIENCY

- CCC
 - Microsoft Office
 - Internet Browsing
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DECLARATION

I do hereby declare that above information is true to the best of my knowledge.

Place:

Date:

(PATIL NISHIKANT SURESH)